

Value In Procurement

\$136.2 million – on schedule

- Total Save increased to \$91.02 million, up \$10.73 million from November report
- ADOA HR – CMR – 316 positions – meeting with large agencies and follow up correspondence to all agencies for funding
- Laser Printer Cartridge Contract – EPS, re-negotiation with current contractor – Vision Business Products, Small Business with average 36% price reduction.
 - Savings of \$108,000 per year,
 - \$378,000 over next 3.5 years

Value In Procurement

Carrier Services - EPS

- Replaces a six year old contract, 7 awards, Total Save \$17.6 million

- | | |
|---------------------------------------|------------------|
| ▪ Cox Communications | TeleSpectra |
| ▪ WI-VOD Corporation | AT&T |
| ▪ Qwest Communications | Mountain Telecom |
| ▪ Strategic Technology Communications | |

- All are Arizona businesses, 2 Small Businesses, 1 Minority Owned and 1 Woman Owned Business

- Savings – State Agencies - \$8.4m over next 3.5 years
- Cooperative Members - \$9.2m over next 3.5 years

Elevator Maintenance Services - EPS

- 1st Statewide contract for these services
- Four Offers – All with local Arizona offices
- Award to ThyssenKrupp Elevator Corporation
- Savings
 - State Agencies - \$818,800 over next 3.5 years

Disaster Recovery Services - EPS

- ✦ Statewide contract for remote back-up for data systems
- ✦ 2 Offers – Award to IBM Corporation
- ✦ Savings
 - Agencies - \$616,000 over next 3.5 years
 - 30% Decrease from current costs

Architect & Engineering Services - EPS

- Conducted on SPIRIT – 1st time – Statement of Qualifications
- Multiple Specialties – Design, Landscape, Structural Engineering, Project Management and Estimating
- 75 firms are Arizona businesses
 - 44 Small Businesses
 - 5 Woman Owned Businesses
 - 4 Minority Owned Businesses
- Savings – based upon project, negotiated fees

Underground Tanks - ADEQ

- ✦ Environmental Assessment, Remediation and Closures
- ✦ Replaces a seven year old contract, 18 awards
- ✦ 5 of the 18 are Arizona businesses, other 13 have branch offices in Arizona
 - 4 Small Businesses
 - 2 Minority Owned Businesses
 - 1 Woman Owned Business
 - 1 Minority/Woman Owned Business
- ✦ Average aggregate hourly rate decrease: \$191.47
 - Exact savings calculated based upon specific projects

Value In Procurement

High Intensity Sheeting, Film & Ink - ADOT

- ✦ Primary awards made to 3M Company and Avery Dennison
- ✦ Secondary award to Nippon Carbide
- ✦ Savings - \$131,000 over next 3.5 years

Janitorial Supplies, Paper & Plastic Dept. of Veteran's Services

- ◆ Single award to Waxie Corporation
- ◆ Core Product List and Discount - \$112K yr Save
- ◆ Increase of "green" products from 11% to 25%
- ◆ Online ordering, P-Card and Electronic fund transfers
- ◆ Set-Aside supplier support
- ◆ Small, Minority and Woman Owned Businesses – product tracking – increase to 25% usage
- ◆ Savings - \$392K over 3.5 years for Core Items
- ◆ Additional savings based on volume discounts, electronic ordering and delivery consolidations